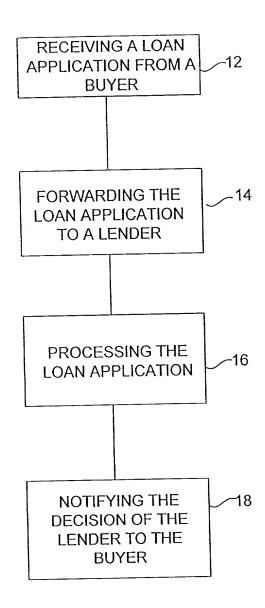
Attorney: Natu J. Patel
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Inventor(s): James G Vagim, III et al.
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FIG. 1



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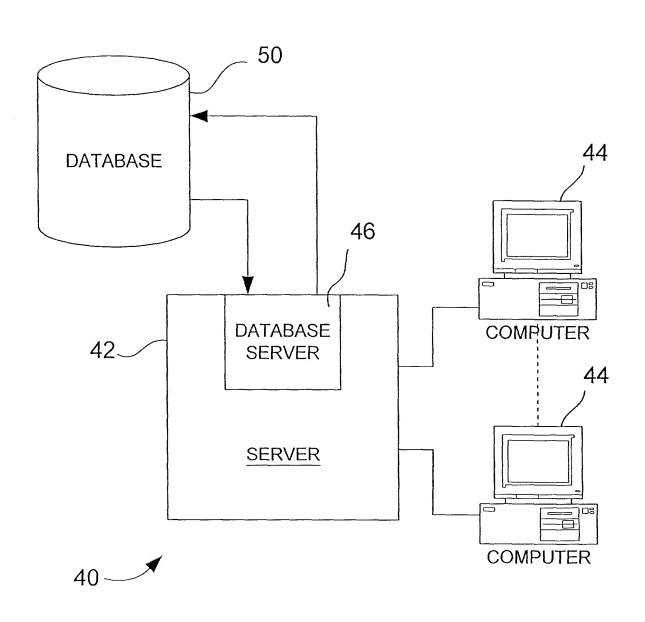
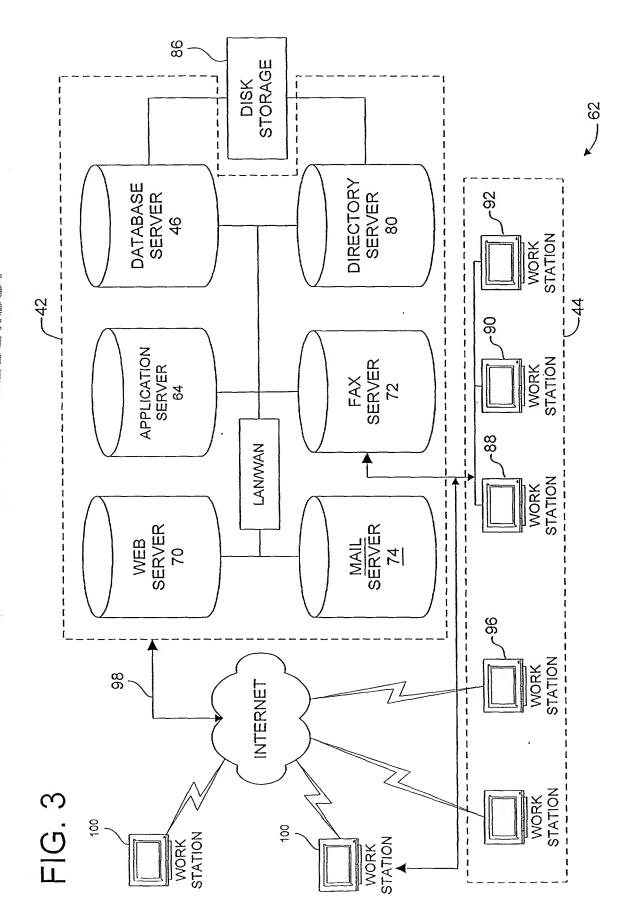
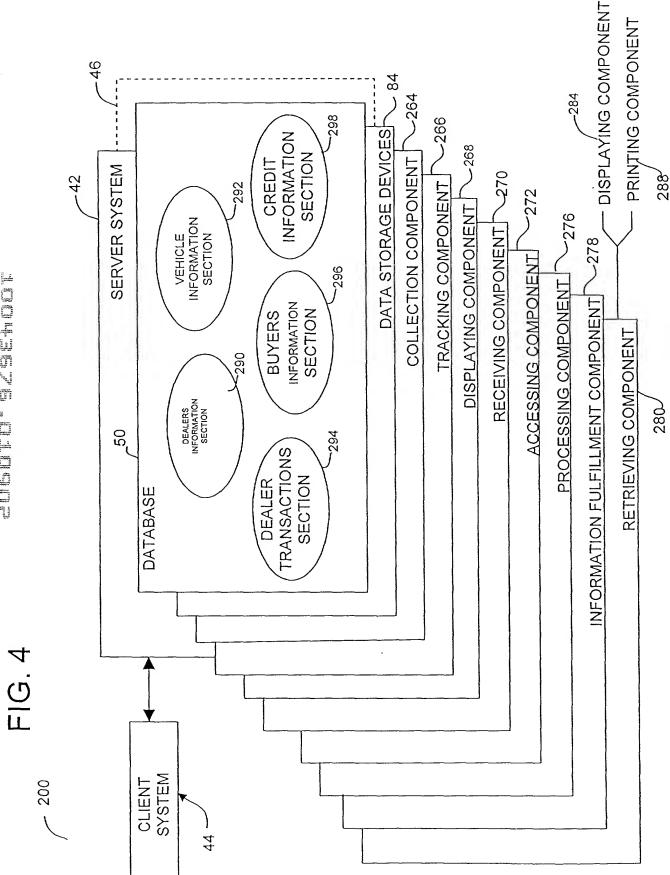


FIG. 2

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Inventor(s): James G. Vagim, III et al Title: Methods & Systems for Deal Structuring for Automobile Dealers
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Attorney: Natu J. Patel

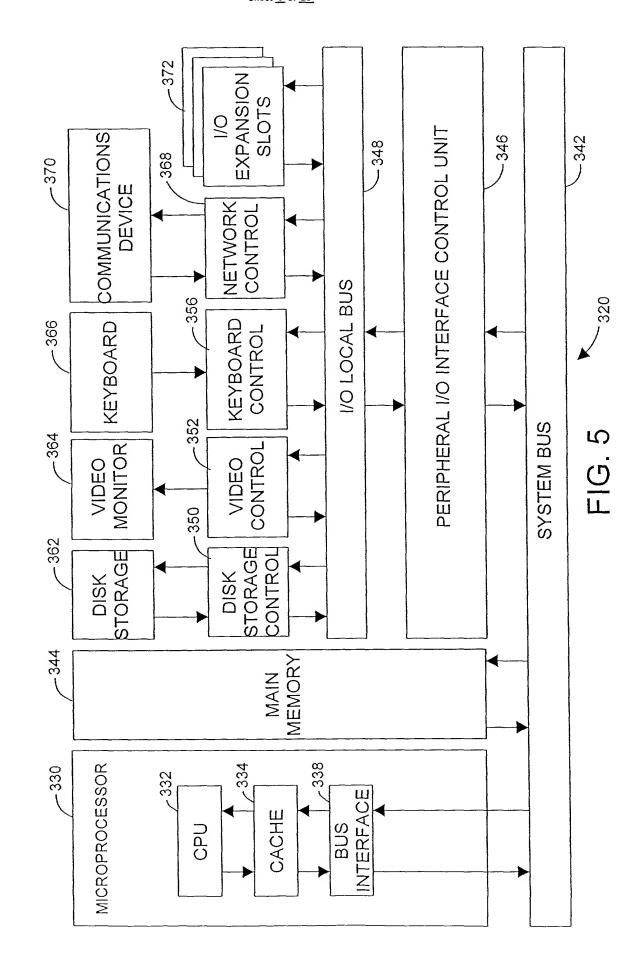
Docket No.: 47074/NP/W325

Inventor(s): James G Vagim, Ill et al

Title: Methods & Systems for Deal

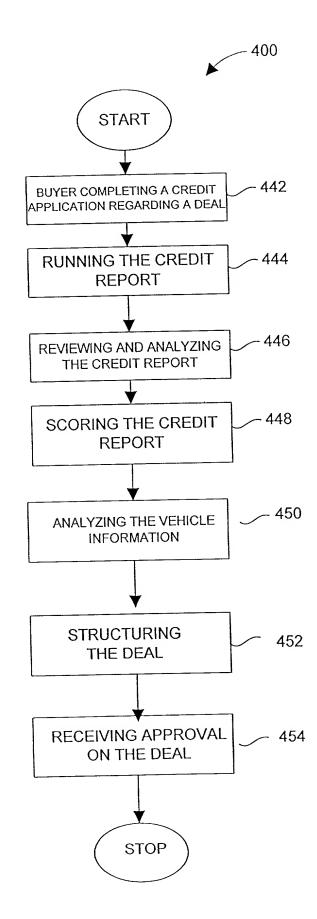
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FIG. 6



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	,	08/09/2001 01:44 P	Cal	California. Exp:05.23.2001	٠	ılre	
***************************************	888888	EMai	l:westlake@	EMail:westlake@nowcom.com	Los Angele Phone:	Los Angeles CA 90010 Phone:	
577	90	Customer Name:	467	Natu J. Patel	Fax:		
Deal Structure		Vehicle Information		Credit Information	•		
Price	\$6990.00	Model Year	1992	# Years Credit Bureau	4.7	# Years on Present Job	1.7
Doc Fee	\$45.00	Blue Book	\$4950.00	# Good Credit Items	2	Gross Monthly Income	\$1800.00
+ Smog	\$58.25	Mileage	117545	\$ High Good Credit	\$500.00	Rent/Mortgage	\$350.00
+ Sales Tax 8.25%	6 \$584.51	Class	Ħ	# Derog Credit Items	ю	Family Support Debt	\$0.00
+ Service Contract	\$0.00	Cost	\$4600.00	\$ High Derog Credit	\$900.00	Other Monthly Debts	\$75.00
+ License	\$15.00	FR Gross	\$2390.00	# of Repo/Auto Loss	0	Ph/Utl/Chkng in Name	YES
= Total	\$7692,76	Waranty Cost	\$0.00	Prev Bankruptcy	NO	Spouse/Partner Co-X	ON
- Trade Allowance	\$0.00	_		Cust Owns Home	ON	Co-Signer	ON
+ Trade Payoff	\$0.00	Toyota Corolla		Residence Stability #	1,4		
- Down	\$1800.00						
+ Insurance	\$738.00						
= Amount Financed	\$6630.76	Notes					
+ Finance Charges	\$2055.44	, and the second					
Loan Date	8/9/01	101					
Date to 1st Payment	9/8/01	49H .					
31 Payments of	\$280.20	•					
Max Ok To Finance	\$7173.00		_ <u> </u>	<b>\</b>			
			4.0		764		
Calculation Results				Deal Approval			
Cust Factor	1,88 \	1.88 Westlake Discount	\$875.00	NO carrection.		352	
Dealer Gross	\$1415.00 A	\$1415.00 Acquisition Fee	\$100.00	10 10 10 10 10 10 10 10 10 10 10 10 10 1		מי - >	
Net Check to Dealer	\$4917.76 A	APR	21.37%	Aint rin On		153	
** Approval based on verification of above infor	erification o	f above information a	nd receipt	mation and receipt of required Stips			
			F16	FIGURE-7	480		

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# **Westlake Financial Services**

### **Dealer Contract Checklist**

Deale	r	Today's Date
Custo	omer	Contract Date
Justo	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
First l	Pmt Due d if due v	vithin 10 days)
From	Dealer:	
1.		Complete, Signed Original Credit Application (Including COMPLETE Landlord and Bank Account Information)
2.		Motor Vehicle Contract and Security Agreement-Original and Assignment Copy (Signed Front And Back by Dealer)
3.		Book sheet
4.		WESTLAKE Guarantee of Title
5.		Verification of Insurance Showing Westlake as Lienholder (UIC Certificate of Insurance or Endorsement Add-On from Admitted Carriers onlyNO DEALER-PROCURRED OR ASSISTED BINDERS!)
6.		Copy of Agreement to Furnish Insurance (Complete with Agent's Name, Phone Number and Policy Number)
7.		Copy of Service Contract (if Applicable)
8.		Copy of Credit Bureau Report
9.		Copy of Westlake Buy Program (Showing "YES" / "YES")
10.		Copy of Cosigner Agreement (if Applicable)
11.		Copy of Spanish Translation Contract (if Applicable)
12.		Copy of Report of Sale (ROS)
13.		Copy of DMV Form 262 (Odometer Statement / Bill of Sale)
14.		Copy of Smog-Pass Printout
15.		Copy of Validated Registration (if Applicable; Westlake as Lienholder)
16.		Copy of dealership cash receipt for down payment (signed by customer and dealer)

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FIGURE-9 496

## Westlake Financial Services

**Dealer Contract Checklist** 

Dealer	Today's Date
Customer	Contract Date
From Customer:	
1 PROOF OF INCOME	
prior to contract date. If no YTD, then m	ngs. Paystub MUST be dated no more than 30 days ust provide 4 consecutive paystubs. If no paystub, then y letterhead (company must be listed in phone book).
2. PROOF OF HOUSING	
Renter: FULL information, including name, address Manager where customer lives. Owner: Copy of most recent mortgage statement	ess and phone number, on the Property Owner or
3 PROOF OF RESIDENC	E
Mail addressed to customer at contract a contract date. If this is a bill, please sen	address, postmarked no more than 30 days prior to d a copy of the BILL, not the envelope.
4 PHONE BILL	
Copy of ALL pages; bill dated no more the	nan 30 days prior to contract date.
5 WESTLAKE REFEREN	CE SHEET
10 references in total, 4 direct family, 6	other.
6 DRIVER'S LICENSE	
Must be current and valid in state issued	d. NO International/Foreign Licenses.
7 PROOF OF SOCIAL SI	ECURITY NUMBER
Copy of Social Security Card or Printed	Document showing SSN.

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## **Westlake Financial Services Reference List**

#### MUST COMPLETE ALL REFERENCES-REGARDLESS OF LOCATION

Applicant Name	
1. FATHER  Name  Address  City  Phone	2. MOTHER  Name Address  City Phone
3. OTHER GARAGING ADDRESS (If different from address on credit application)	4. CONTACT INFO Pager #
Address	Cell#
Phone	Voice Mail
5. BROTHER/SISTER  Name Address  City Phone	6. BROTHER/SISTER  Name Address  City Phone
7. OTHER RELATIVE	8. OTHER RELATIVE
Name	Name
Address	Address
City	City
Phone	Phone

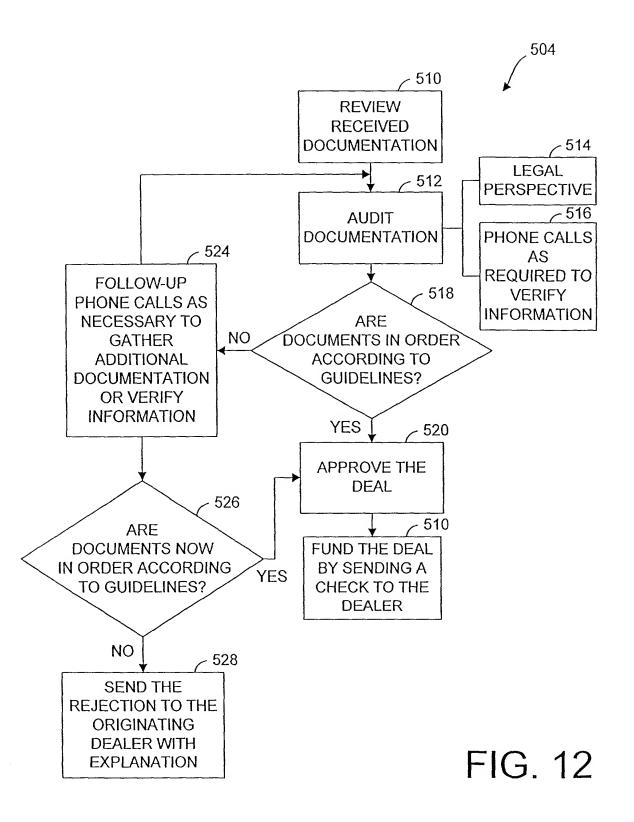
Attorney: Natu J. Patel
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Inventor(s): James G. Vagim, III et al.
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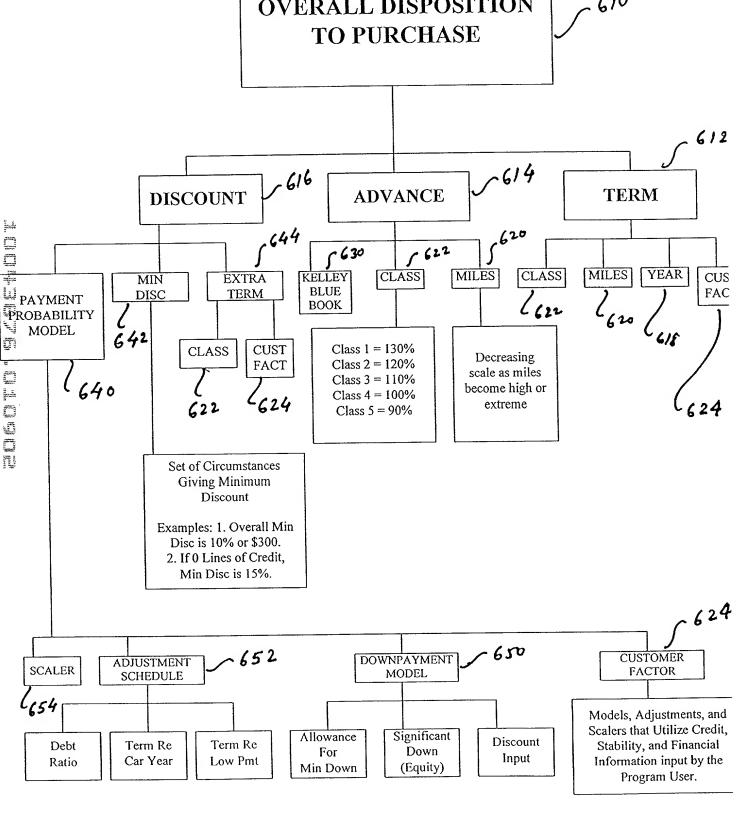
### MUST COMPLETE ALL REFERENCES-REGARDLESS OF LOCATION

9. FRIEND	10. FRIEND
Name	Name
Address	Address
City	City
Phone	Phone
11. FRIEND	12. FRIEND
Name	Name
Address	Address
City	City
Phone	Phone
13. FRIEND	14. LANDLORD
Name	Name
Address	Address
City	City
Phone	Phone

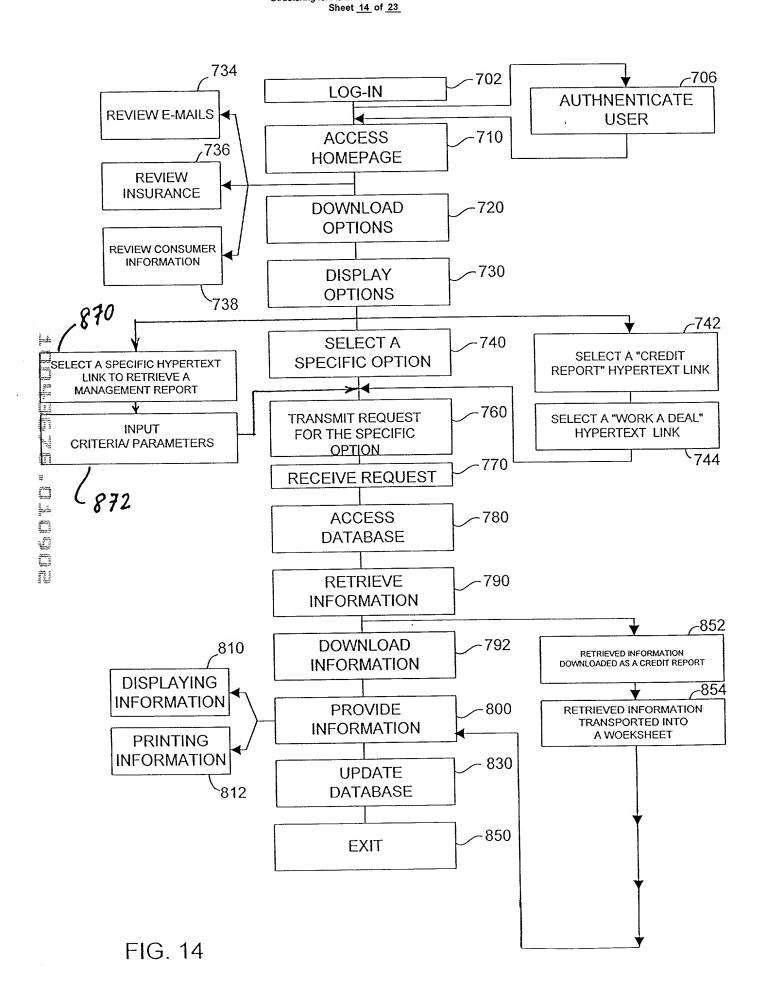
Attorney: Natu J. Patel
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Inventor(s): James G Vagim, III et al.
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Attorney: Docket No.: Natu J. Patel 47074/NP/W325 inventor(s): James G Vagim, Ill et al Title: Methods & Systems for Deal Structuring for Automobile Dealers Sheet <u>13</u> of <u>23</u> FIGURE - 13 610 **OVERALL DISPOSITION** TO PURCHASE 612 614 616 **TERM ADVANCE** 644 620 r 622 C630 KELLEY CLASS MILES YEAR CLASS MILES **CUS EXTRA** [620 (618 BLUE **FAC TERM** 6622 BOOK Class 1 = 130% **CUST** Decreasing **FACT** Class 2 = 120%scale as miles Class 3 = 110%become high or Class 4 = 100% 624 extreme Class 5 = 90%



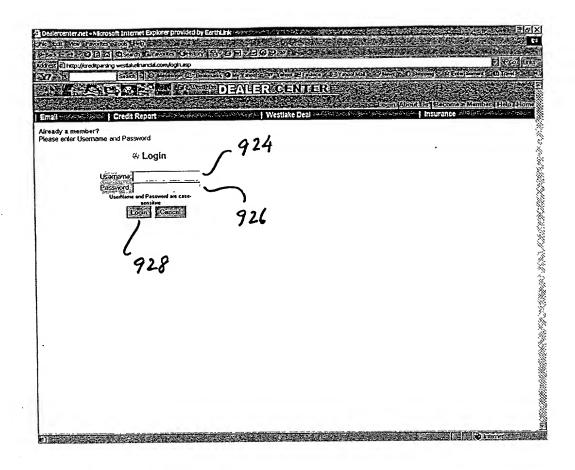
Attorney: Natu J. Patel
Docket No.: 47074/NP/W325
Inventor(s): James G. Vagım, III et al
Title: Methods & Systems for Deal
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Attorney: Natu J. Patel

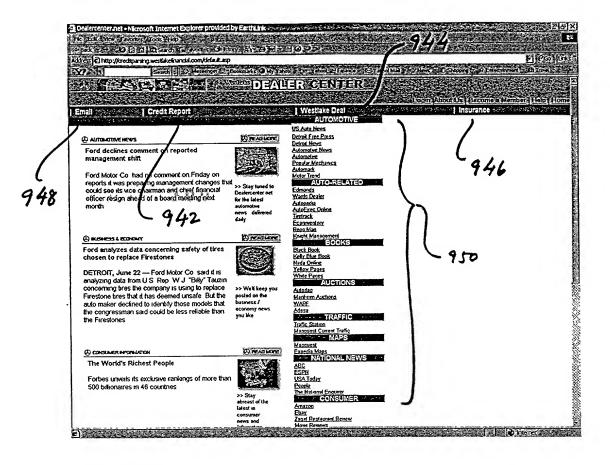
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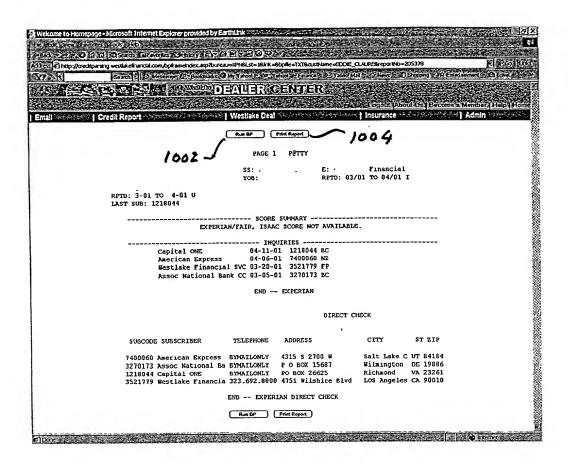
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FIGURE - 17

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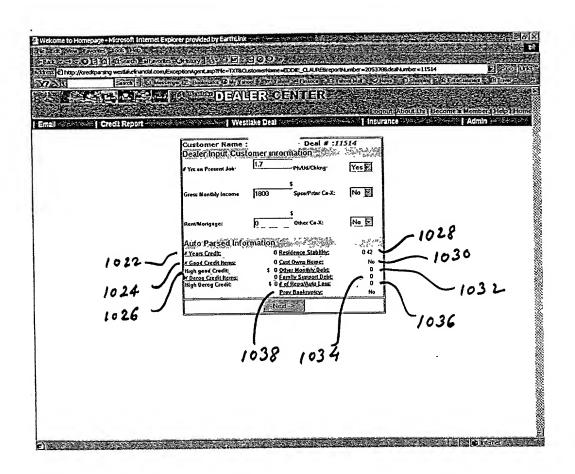
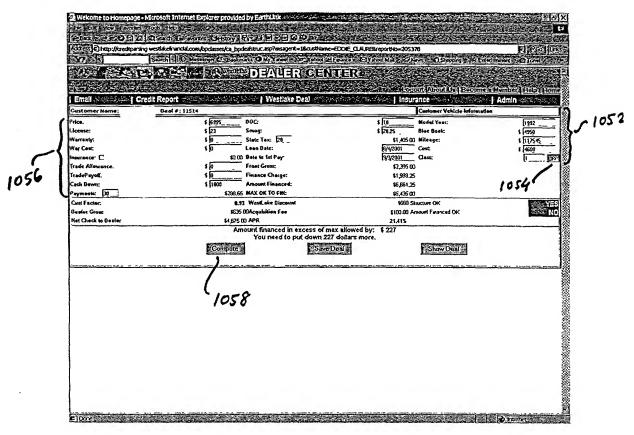


FIGURE - 18 1020

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FIGURE - 19

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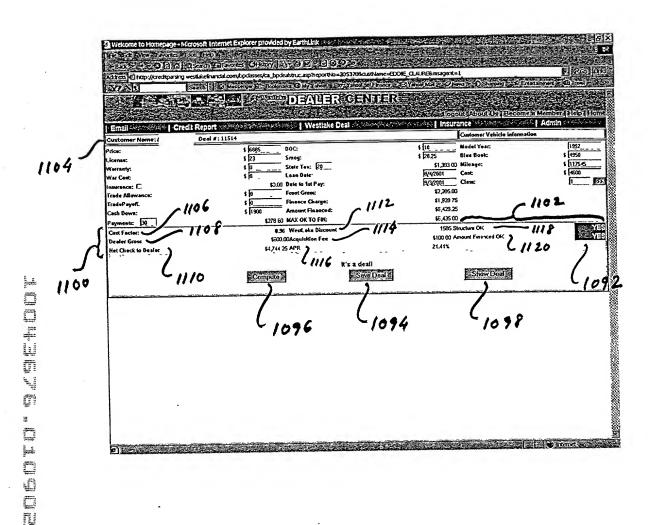


FIGURE - 20

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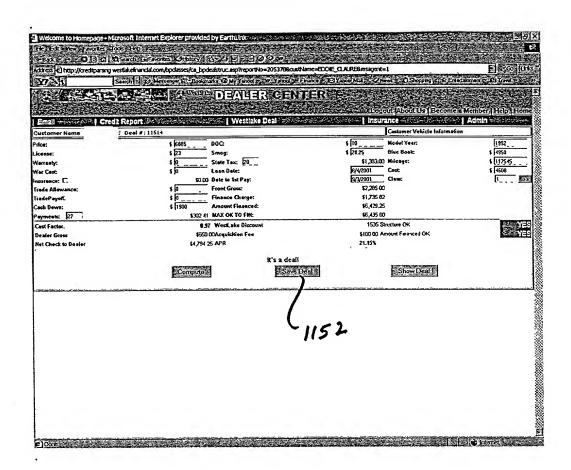
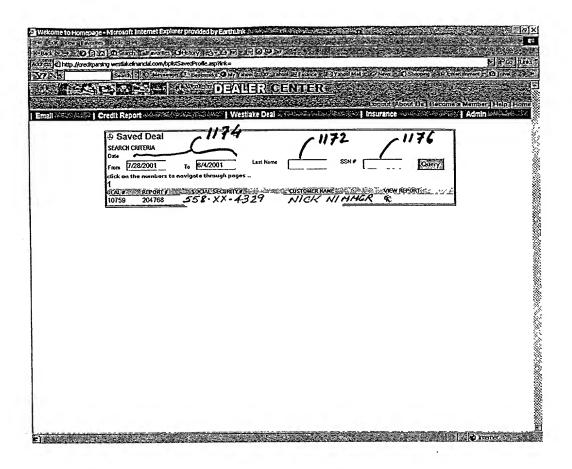


FIGURE: 21 1150

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Inventor(s): James G Vagim, III et al
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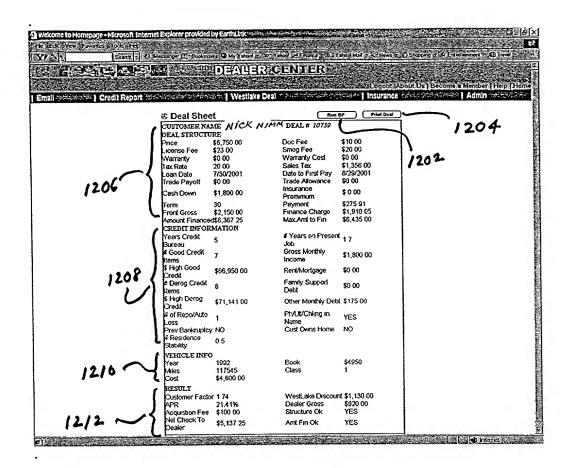


FIGURE - 23